

SPOTLIGHT

FEBRUARY

AMERICAN INCOME LIFE & NATIONAL INCOME LIFE

VOL. 40 NO. 2

A portrait of a man with dark, wavy hair, wearing a dark suit, white shirt, and blue patterned tie. He is looking directly at the camera with a slight smile. His hands are clasped in front of him at the bottom of the frame.

ALTIG INTERNATIONAL RECORD \$20M IN 2006

- 2006 Award Winners & Convention Qualifiers
- Activity Booster Bonus Payouts
- AIL / NILICO Promotional Items



FROM THE DESK OF:

Roger Smith
President & CEO
American Income Life
& National Income Life

A Job Well Done

I love when I am able to step forward and congratulate the men and women who go above and beyond to truly excel at what they do. It is for this reason that the *Year to Date Awards* issue of *Spotlight* is one of my favorites every year.

Take a close look at the cover of this issue. \$20 million in a single year is an amazing feat. Rick Altig and the people of Altig International have worked hard for the recognition they so richly deserve. Their drive to reach their goals and surpass their own potential should be an example to everyone.

For his diligence and dedication to excellence, Rick Altig will be receiving a special award at the 2007 Convention. I am looking forward to congratulating him on stage for his record-breaking achievement.

I would like to recognize and celebrate our other award winners. All of our award winners have had a fantastic year, and they have my most heartfelt congratulations and gratitude for their hard work, persistence, and drive. There is a full listing of our 2006 award winners on Pages 12 and 13.

We also have our Convention qualifiers and President's Club members to recognize. These men and women are our best of the best, and it is only fitting that we single out their accomplishments as well. A listing of the qualifiers and President's Club members can be found on Page 14.

Finally, I would like to thank the Company as a whole for a job well done. As some of you may know, this past January was the best on record for AIL/NILICO, and we could not have achieved this milestone without all of you striving to achieve your goals and be the best you possibly could. Thank you all for your continued dedication to AIL/NILICO.

If these first months of this year are any indication of how 2007 will be, then we are in for a fantastic year. I want to encourage everyone to continue their excellent work. I am sure that with our Company's drive for success, we are sure to have an outstanding production year. We have already achieved a record-breaking month; let's try for a record-breaking year.

Dates to Remember

Wednesday, Mar. 28, 2007
All business and PR credits must be at the Home Office to count for March production.

Total Bonuses Paid Out

This month AIL and NILICO paid a total of \$993,409.54 in bonuses. For more information on the monthly bonuses, turn to Pages 5 and 15.

Required Retention Rate

Effective Jan. 1, 2007, to be eligible for bonuses and featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for *Spotlight* recognition only. Net to Gross is used only during the Producer's first eight months.

Retention:	68%
Net to Gross:	78%

Look for the Asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2008 Awards Presentation, are: the top SGA from each category, the top two PR Managers, the top two PR Representatives from each category, the top RGA, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2008 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to the Westin Rio Mar Beach Golf Resort and Spa in Puerto Rico! The convention will be held May 15-18, 2008.*

Congratulations are in Order!

James Aalders, an SA with the Imran Satti Agency, achieved \$100,000 of 13-month in force premium.

Joseph Coarsey, a GA with the Joe Manone Agency, achieved \$100,000 of 13-month in force premium.

Jose Lopes, a Personal Producer with the David Zophin Agency, achieved \$100,000 of 13-month in force premium.

Tobacco User versus Non-Tobacco User

Since the change to 2001 CSO, all the life plans we sell are now issued at Tobacco (TU) or Non-Tobacco (NTU) rates. Policy Issue is in the process of revising and re-filing applications with a box to check for each plan and rider. However, until the new apps are approved for each state, they need your help by marking the applications as TU or NTU.

Marking the app will help PI to load the correct plan and premium and greatly reduce the problems that can occur. When an application is not marked, they try to determine whether the Agent quoted TU or NTU rates by using the following process:

- Is the tobacco use question answered Yes or No on the back of the application?
- Was an oral sent in with the application?
- Once the plan is submitted, does the premium match the plan? This can be very time consuming as each premium is calculated.

A sample of new business cases has shown:

- The agent did not mark the plan as TU or NTU in 69 percent of the cases.
- Almost 67 percent of the applications that did not answer the tobacco question submitted an oral specimen.
- Nearly 15 percent that answered "Yes" to the tobacco question sent an oral.

As you can see, the majority of apps received have not been marked as TU or NTU. When PI is left to figure out which plan to load, this slows down the process and affects how the agents are advanced. Please help us help you by marking the plans and riders on the application as either TU or NTU — it should save everyone extra work.

Founder's Club Outstanding Producers

January 2006

AGENT	SGA	TIMES QUALIFIED	TOTAL NET ALP	N/G ▲	RETENTION
Max Quasem	Cohen-Cohen	9	\$75,539		84.4

▲Percentage of Net to Gross

American Income Life

For over half a century, American Income Life Insurance Company has been meeting union families' needs. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

Home Office
254-761-6400

Web sites
www.aillife.com
www.nilife.com

Recruiting Support:
www.aillife.com/rms
www.aillife.com/recruiting

SPOTLIGHT

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Promotions

Promoted to 52.5 Percent Supervising Agent

Erickson Bencosme	Andrew Haskins	Carl Latacz	Averil Smith
Stephen Bendure	Charles Hawkins	Debra McGee	Zackiye Tembi
Wade Charles	Katrice Hunt	Lonnie Mounts	Michael VanDelft
Rufat Djangirov	Josh Killian	Brian Obert	Jonathan VanHorn
Thomas Graham	David Kinsella	Joseph Owens	Ryan Vopat
Christopher Haacke	Timothy Krueger	Bradley Rosenquist	Anita Wheatley
Rafique Harris	Barney Lam	Catherine Ruiz	Robert White

Promoted to 55 Percent Supervising Agent

Marinela Achim	Balvino Cardoza	Timothy Frahm	Martha Souto
Eric Banyon	Blenda Chinn	Matthew Gaona	Irakli Tcheishvili
Michael Boyer	Kyriacos Davis	Mark Hartelius	
Brandon Braun	Hector Dessis	Christina Johnson	

Promoted to 57.5 Percent General Agent

Richard Carter	Ronald Friedlander	Cynthia Sittig
Jessica Cottrell	Hasheim Jones	Greg Stewart
Wayne Fader	Julio Lourido	Bradley Weigand

Promoted to 60 Percent General Agent

Kim Burton	Matt Pflueger	Ray Sharples
Jerry Capps	Gerardo Puerto	

Promoted to Master General Agent

Mary Balista	Bryan Davidson	William Haefs	David Lamb	Petko Petkov
Tod Brown	John DeRosier	Willie Hayden	Sabrina Lloyd	
Rachel Buser	David Guzman	Grant Johnson	Diana McNair	

Promoted to Regional General Agent

Elaina Bosco	Salvator Giacchi	Matthew Laughter
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Promoted to State General Agent

Jason Mollo

Activity Booster Bonus

The Activity Booster Bonus made its debut by paying \$29,700 in bonuses for January! Agents throughout AIL/NILICO meeting the required 30 appointments and \$2,500 ALP for the week received a \$100 bonus the following week. We have listed the payouts by Agency, as well as our top bonus winners. Congratulations!



Ruben Soberanes

The Jatoft-Foti Agency
\$400



Marinela Achim

The Josh Chalom Agency
\$300



Chris Burch

The Surace-Smith Agency
\$300



Samantha Chui

The Williams-Williams Agency
\$300



Adam Lerch

The Jatoft-Foti Agency
\$300



Iryna Sushkova

The Josh Chalom Agency
\$300



Ran Tian

The Imran Satti Agency
\$300

Agency Name	Total Bonus	Agency Name	Total Bonus
The John Akers Agency	\$600	The Bill Heath Agency	\$500
The Rick Altig Agency	\$3,800	The Chris Hernandez Agency	\$600
The Altig-Deley Agency	\$1,100	The Steve Jakubczak Agency	\$300
The Altig-Hay Agency	\$700	The Jatoft-Foti Agency	\$2,700
The Altig-Lysec Agency	\$200	The Chris LaFond Agency	\$300
The Altig-Orlovic Agency	\$1,200	The Scott Latta Agency	\$300
The Altig-Orlovic-Venekamp Agency	\$300	The Joe Manone Agency	\$500
The Altig-Traboulay Agency	\$300	The Marc Morton Agency	\$700
The Wes Bangs Agency	\$300	The Eric Neal Agency	\$500
The Slav Bitman Agency	\$1,100	The Durhon Oldham Agency	\$2,400
The Gary Bleier Agency	\$100	The Bob Olson Agency	\$500
The Josh Chalom Agency	\$1,300	The Dave Orrico Agency	\$400
The Cohen-Cohen Agency	\$300	The Greg Partee Agency	\$200
The Roland Fletcher Agency	\$100	The TJ Rowell Agency	\$400
The Steve Friedlander Agency	\$200	The Imran Satti Agency	\$600
The Furer-Whittinghill Agency	\$1,200	The Surace-Smith Agency	\$2,200
The Geneser-Geneser Agency	\$1,000	The Tom Williams Agency	\$600
The Fred Hadayia Agency	\$100	The Williams-Williams Agency	\$600
The Mark Hancock Agency	\$100	The David Zophin Agency	\$600
The Mat Hart Agency	\$300		
The Steve Hartman Agency	\$500	TOTAL	\$29,700

Individual Producers



1. Max Quasem
Los Angeles, CA



2. Michael VanDelft
Halifax, NS



3. Carla Miller
Omaha, NE



4. Ran Tian
Halifax, NS



5. Frederico Watkins
Ft. Lauderdale, FL



6. Frank Jendusa
Menomonee Falls, WI



7. Christopher Burch
Cleveland, OH



8. Sebastian Kazek
Altamonte Springs, FL



9. Danilo Gomez
Mansfield, MA



10. Marinela Achim
Toronto, ON

Individual Producers

All Time Record to Beat

Month: \$62,536 Net ALP Zachary Hart

January Production

Name	Net ALP	NG [▲]	Rtn	MGA	SGA
1. Max Quasem	\$24,806		84.4	Earnest Loveless	Cohen-Cohen
2. Michael VanDelft	20,983	87		Harjeet Rana	Imran Satti
3. Carla Miller	20,406		77.9	Carla Miller	John Akers
4. Ran Tian	20,222	85		Harjeet Rana	Imran Satti
5. Frederico Watkins	20,016	84		Edward Hanna	Tom Williams
6. Frank Jendusa	19,731	92		Rebecca Klebsch	Joe Manone
7. Christopher Burch	18,053	100		Simon Arias	Surace-Smith
8. Sebastian Kazek	17,753		77.4		Williams-Henderson
9. Danilo Gomez	17,228	99		Robert Harris	Mat Hart
10. Marinela Achim	16,246		75.4	David Solomonov	Josh Chalom
11. Stephen Bendure	16,223	85		David Guzman	Surace-Smith
12. Robert Harris	16,216	87		Robert Harris	Mat Hart
13. Sandi Babcock	16,049		71.0	Rick Mansfield	Rick Altig
14. Wayne Fader	15,946	96		Mitchell Duplantis	Marc Rosen
15. Cynthia Sittig	15,919		75.2	Scott Keeney	Durhon Oldham
16. Yvonne Hernandez	15,892		77.9	David Iriye	Cohen-Cohen
17. Christina Johnson	15,627	97		Erik Graham	Cohen-Cohen
18. Karen Stockwell	15,462		73.0		Steve Hartman
19. Nadia King	15,422		73.9	Nadia King	Altig-Orlovic
20. Matt Pflueger	15,211		87.2	Desislava Dimitrova	John Akers

▲ Percentage of Net to Gross

All Time Record to Beat

YTD: \$278,449 Net ALP Zachary Hart

YTD Production

Name	Net ALP	NG [▲]	Rtn	MGA	SGA
* 1. Max Quasem	\$24,806		84.4	Earnest Loveless	Cohen-Cohen
* 2. Michael VanDelft	20,983	87		Harjeet Rana	Imran Satti
* 3. Carla Miller	20,406		77.9	Carla Miller	John Akers
* 4. Ran Tian	20,222	85		Harjeet Rana	Imran Satti
* 5. Frederico Watkins	20,016	84		Edward Hanna	Tom Williams
* 6. Frank Jendusa	19,731	92		Rebecca Klebsch	Joe Manone
* 7. Christopher Burch	18,053	100		Simon Arias	Surace-Smith
* 8. Sebastian Kazek	17,753		77.4		Williams-Henderson
* 9. Danilo Gomez	17,228	99		Robert Harris	Mat Hart
* 10. Marinela Achim	16,246		75.4	David Solomonov	Josh Chalom
11. Stephen Bendure	16,223	85		David Guzman	Surace-Smith
12. Robert Harris	16,216	87		Robert Harris	Mat Hart
13. Sandi Babcock	16,049		71.0	Rick Mansfield	Rick Altig
14. Wayne Fader	15,946	96		Mitchell Duplantis	Marc Rosen
15. Cynthia Sittig	15,919		75.2	Scott Keeney	Durhon Oldham
16. Yvonne Hernandez	15,892		77.9	David Iriye	Cohen-Cohen
17. Christina Johnson	15,627	97		Erik Graham	Cohen-Cohen
18. Karen Stockwell	15,462		73.0		Steve Hartman
19. Nadia King	15,422		73.9	Nadia King	Altig-Orlovic
20. Matt Pflueger	15,211		87.2	Desislava Dimitrova	John Akers

▲ Percentage of Net to Gross

Happy Anniversary! Thanks for all you do. Congratulations!

26 Years of Service

Larry Geneser

23 Years of Service

Robert Seeber

21 Years of Service

Gary Hausman

17 Years of Service

Kathleen Unitas

13 Years of Service

Timothy Gray
Melinda-Rae Lyse

9 Years of Service

Andre Abramovich
Manon Brulotte
David Provencher

7 Years of Service

Asher Lavallee
Jose Sanchez
Barbara Stillwell

5 Years of Service

Michelle Baxter
Patrick Duray
Craig Nugara
Shannon Walker

4 Years of Service

Christopher Clark
Desislava Dimitrova
David Jones
Byron Paz
Jeff Ribman
Lisa Roemer
Shelly Russell
Patrick Stenglein

3 Years of Service

Alla Alexander
Brenda Hadayia
Robert Harris
Scott Primm
Ray Sharples
Leon Thompson
Glenn VanDeSande

2 Years of Service

Patricia Britton
Timothy Hansen
Lennis Hayes
Thomas Reagan
Ronald Rivera
Matthew Willrodt

1 Year of Service

William Chang
Ryan Clarke
Debra Cloutier
Rory Crockford
Matthew Daley

1 Year of Service (cont.)

Timothy Dawe
Teresa Daye
Benjamin Eggen
James Erickson
Katherine Fallon
Jeffrey Gidlund
Davon Hall
Griff Hansen
Demetrius Harris
Christopher Jordan
Matthew Laughter
Rea Lawrence
Ewa Marinaccio
Lucy Marshall
Madge Moodie-Titre
Lonnie Mounts
Travis Nadeau
Timothy Nolan
Democratis Pashalidis
Tetyana Samoylenko
Robert Shafer
Hooman Shahidy
Grant Sharp
Anderson Sooknanan
Daniel Strader
Ricardo Subero
Bradley Weigand
Lanlan Wen
Meredith West
Mathew White
Sharon Wright
Steven Yahnke

Watch Us Grow!

At American Income and National Income, we don't waste any time. In the spirit of thinking big, many of our SGAs have expansion efforts in the works. Listed below are some of the new satellite Agency Office openings our SGAs and their managers have completed through the month of February. Take a look! This is exciting because it brings the American Income and National Income names into new hometown communities across the country.

The Rick Altig Agency

Red Deer, AB

MGAs: *Sean Lacroix, Ben Eggen*

Portland, OR

MGAs: *Sid Hodgskiss & Travis Vandenberghe*

The Altig-Orlovic Agency

Cheyenne, WY

MGAs: *Warrior Hunt & Jeff Swistowicz*

The Altig-Orlovic-Venekamp Agency

Bismarck, ND

MGA: *Mike Zorn*

Dakota Dunes, SD

MGA: *Thomas Graham*

The Robert Olson Agency

Naperville, IL

MGAs: *Jose Sanchez & David Wang*

The Cohen-Cohen Agency

Long Beach, CA

MGAs: *John Franklin, David Iriye, & Lily Tchen*

These new office openings are very important. It shows we are thinking big and focusing on better serving our clients with your new office openings. If you have opened an office recently, please e-mail Danielle Yannazzo at the Home Office and tell us about the exciting news. She can be reached at dyannazzo@ailife.com.

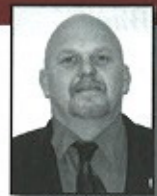
Congratulations on making this opportunity a reality! We wish you all luck in expanding your business in the communities you are now serving!



Supervising Agents



1. Hector Dessis
Rochester, NY



2. Brandon Braun
Troy, MI



3. Michael Boyer
Troy, MI

All Time Record to Beat
Month: \$68,050 Net ALP Mary Ann Gaelic

January Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Hector Dessis	\$26,969	\$30,287	83		Jim Bianchi	Durhon Oldham
2. Brandon Braun	22,253	26,228		77.3	Rodney Ward	Paul Rumbuc
3. Michael Boyer	19,674	25,120	90		Rodney Ward	Paul Rumbuc
4. Jason Ryan	19,391	23,826	87		Simon Arias	Surace-Smith
5. Democratis Pashalidis	19,362	25,978	91		Jim Bianchi	Durhon Oldham

All Time Record to Beat
YTD: \$443,893 Net ALP Mary Ann Gaelic

YTD Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Hector Dessis	\$26,969	\$30,287	83		Jim Bianchi	Durhon Oldham
2. Brandon Braun	22,253	26,228		77.3	Rodney Ward	Paul Rumbuc
3. Michael Boyer	19,674	25,120	90		Rodney Ward	Paul Rumbuc
4. Jason Ryan	19,391	23,826	87		Simon Arias	Surace-Smith
5. Democratis Pashalidis	19,362	25,978	91		Jim Bianchi	Durhon Oldham

Supervising Agent selection guidelines for recognition in the *Spotlight* are as follows: *Must have one First Year Agent coded and meet all production requirements.*

General Agents



1. Renee Jeffries
Cleveland, OH



2. Brian Allt
Halifax, NS



3. Robert Gerdes
Menomonee Falls, WI



4. Michael Broker
Rochester, NY



5. Laurence King
Raleigh, NC

All Time Record to Beat
Month: \$111,262 Net ALP Eric Neal

January Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
1. Renee Jeffries	\$56,571	\$81,686	87		Simon Arias	Surace-Smith
2. Brian Allt	46,608	47,311	100		Harjeet Rana	Imran Satti
3. Robert Gerdes	39,813	43,496		78.7	Rebecca Klebsch	Joe Manone
4. Michael Broker	37,542	51,063	88		Jim Bianchi	Durhon Oldham
5. Laurence King	28,000	37,674	83		Jeremy Welch	Slav Bitman
6. Jennifer Wehrle	25,899	27,974	80		William Myatt	Steve Hartman
7. Bradley Weigand	24,488	28,874	100		David Guzman	Surace-Smith
8. Earnest Powers	23,733	28,742	89		Simon Arias	Surace-Smith
9. Pamela Ladd	23,530	36,155	90		Jim Bianchi	Durhon Oldham
10. Raphael Bouchereau	22,984	27,257	86		Horace Johnson	Tom Williams

All Time Record to Beat
YTD: \$864,620 Net ALP

YTD Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Renee Jeffries	\$56,571	\$81,686	87		Simon Arias	Surace-Smith
* 2. Brian Allt	46,608	47,311	100		Harjeet Rana	Imran Satti
* 3. Robert Gerdes	39,813	43,496		78.7	Rebecca Klebsch	Joe Manone
* 4. Michael Broker	37,542	51,063	88		Jim Bianchi	Durhon Oldham
* 5. Laurence King	28,000	37,674	83		Jeremy Welch	Slav Bitman
6. Jennifer Wehrle	25,899	27,974	80		William Myatt	Steve Hartman
7. Bradley Weigand	24,488	28,874	100		David Guzman	Surace-Smith
8. Earnest Powers	23,733	28,742	89		Simon Arias	Surace-Smith
9. Pamela Ladd	23,530	36,155	90		Jim Bianchi	Durhon Oldham
10. Raphael Bouchereau	22,984	27,257	86		Horace Johnson	Tom Williams

General Agent selection guidelines for recognition in the *Spotlight* are as follows: *Must have two First Year Agents coded and meet all production requirements.*

2006 Award YTD Winners



STATE GENERAL AGENT CATEGORY I

Durhon Oldham
\$3,070,320 1st Year Agent
\$4,770,666 Net ALP
116% of Objective



STATE GENERAL AGENT CATEGORY II

Paul Rumbuc
\$1,942,709 1st Year Agent
\$2,980,468 Net ALP
117% of Objective



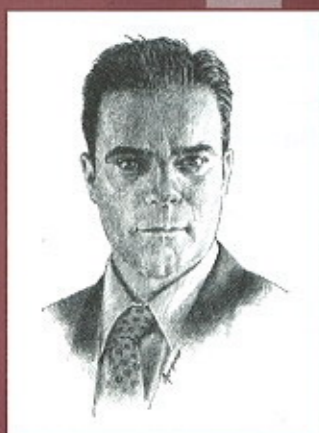
STATE GENERAL AGENT CATEGORY III

Jim Surace & Marcus Smith
\$2,367,710 1st Year Agent
\$3,583,706 Net ALP
185% of Objective



STATE GENERAL AGENT CATEGORY V

Chris Hernandez
\$683,206 1st Year Agent
\$851,077 Net ALP
203% of Objective



STATE GENERAL AGENT CATEGORY IV

John Akers
\$587,584 1st Year Agent
\$1,022,404 Net ALP
113% of Objective



INDIVIDUAL PRODUCER

1. Max Quasem \$227,858 Net ALP
The David Cohen Agency 83.9% Retention

Name	Net ALP
2. Carla Miller	\$203,209
3. Timothy Cruise	\$180,847
4. Steven Stensrud	\$177,714
5. Alex Bluhm	\$171,322
6. Jesse Wise	\$171,112
7. Robert Ulreich	\$163,066
8. Garrett Kun	\$159,656
9. Scott Remyey	\$156,005
10. Sabrina Lloyd	\$155,448



SUPERVISING AGENT

Cynthia Sittig
The Durhon Oldham Agency \$232,153 Net ALP
\$139,151 First Year Agent 77.5% Retention



GENERAL AGENT

1. David Guzman
The Surace-Smith Agency \$311,422 Net ALP
\$236,792 First Year Agent 72.2% Retention

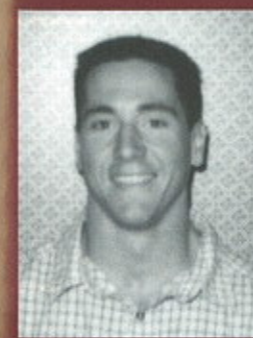
Name	1st Yr Agent	Net ALP
2. Brett Gryska	\$231,239	\$301,271
3. David Goodman	\$220,589	\$290,464
4. Michael Broker	\$214,205	\$306,528
5. Joshua Riehl	\$212,102	\$263,393



MASTER GENERAL AGENT

1. Joshua Goodman
The Bill Jennings Agency \$1,439,091 Net ALP
\$1,064,783 First Year Agent 71.9% Retention

Name	1st Yr Agent	Net ALP
2. Harjeet Rana	\$900,111	\$1,113,292
3. Samuel Cohen	\$886,054	\$1,026,221
4. Jim Bianchi	\$757,002	\$1,206,148
5. Matthew Hogan	\$691,933	\$1,094,381



REGIONAL GENERAL AGENT

Jim Bianchi
The Durhon Oldham Agency \$4,392,067 Net ALP
\$2,822,095 First Year Agent 76.0% Retention



PUBLIC RELATIONS MANAGER

1. Debbie Enstedt
The Rick Altig Agency
265,950 Cards

2. Malka Arony
76,916 Cards



PUBLIC RELATIONS CATEGORY A

1. Malka Arony
HO LA / Hartman Agency
30,409 Cards

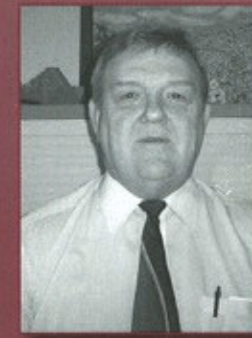
2. Brenda DiSomma
24,168 Cards



PUBLIC RELATIONS CATEGORY B

1. Erica Dalager
The Alt.-Orl.-Vene. Agency
27,310 Cards

2. Vivian Dwyer
26,405 Cards



PUBLIC RELATIONS CATEGORY C

1. Kenneth Altizer
The Marc Morton Agency
136 Groups

2. Richard Case
85 Groups



PUBLIC RELATIONS MOST CARDS GENERATED

1. Malka Arony
HO LA / Hartman Agency
30,409 Cards

2. Erica Dalager
27,310 Cards

We would like to congratulate the following men and women for qualifying for the **2007 Convention in Scottsdale:**

James Aalders	Joseph Coarsey	Jeffrey Gidlund	Yevgeniy Kashkin	Ed Olfert	Greg Stewart
Andre Abramovich	Samuel Cohen	Allan Gilbert	Sebastian Kazek	Megan Olson	Randy Stockley
Anthony Accurso	John Collins	Matthew Gonzales	Chad Keeney	Laurie Onasch	Karen Stockwell
Marinela Achim	Cheryl Cook	Alex Gonzales	Scott Keeney	Todd O'Neill	Jim Surace
David Ackerman	Brandon Corkins	David Goodman	Joey Kennedy	Donald Orban	Sarah Sweeney
Herbert Adams	Timothy Cruise	Joshua Goodman	Cynthia Kent	Ilija Orlovic	James Tasker
John Agnew	Erica Dalager	Mark Gorman	Laurence King	Patrick Parisi	Helen Taylor
Benjamin Ainscough	Kyriacos Davis	Alex Grakhov	Rebecca Klebsch	Democratis Pashalidis	Brandon Teter
John Akers	Timothy Dawe	Ryan Grant	Rachael Klevis	Joseph Pastega	Randy Teysier
Brian Allt	Teresa Daye	Arthur Greene	Richard Krueger	Herivelto Pereira	David Thornton
Rick Altig	Hector Dessis	Theodore Greer	Garret Kun	Matt Pflueger	Tasha Tucker
Kenneth Altizer	Jacqueline deVooght	Brett Gryska	Scott Latta	Daniel Potilechio	Robert Ulreich
Robin Andrade	Steven DiChiaro	Stephen Guidice	Matthew Laughter	Earnest Powers	Anna Vaculikova
Jared Andrews	Barry Dillah	Sonny Gurney	Norman Lew	Shiju Pushpamangalam	Rachelle Valdez
Julie Aprahamian	Jeffrey DiMedio	David Guzman	Sabrina Lloyd	Max Quasem	Michael VanDelft
Simon Arias	Desislava Dimitrova	Christopher Haacke	Patricia Longenecker	Harjeet Rana	Leo VanDenBussche
Malka Arony	Brenda DiSomma	William Haefs	Jose Lopes	Susan Reagan	Benjamin VanFossen
Daniel Arreola	Darrell Dorey	Kevin Haines	Melissa Losk	John Reason	Thomas VanOsdol
James Bailey	Michael Dupree	Benham Halali	Laura Mackin	Crystal Reeves	Michael Vasu
Daryl Barnett	Walter Durant	David Hannan	Felili Maiava	William Reeves	Jennifer Vela
Susan Bergh	Rae Duvauchelle	Earle Harris	Jason Mayer	Scott Remmey	Emmanuel Villasenor
Gabriela Berloni	Vivian Dwyer	Steve Hartman	Tim McAdams	Joshua Riehl	John Wagner
Jim Bianchi	Naveen Eapen	Jerry Hartnett	Dawn McElwain	Raymond Risucci	Shannon Walker
Brian Blair	Benjamin Eggen	Omar Hashimi	John McGrath	Cassandra Robinson	Al Wall
David Blaisdell	Bradley Ellison	Lawrence Hauck	Chessa McKay	Christopher Roller	David Wang
Alex Bluhm	Steven Engrav	David Hausman	Eli McKenzie	Timothy Rose	Rodney Ward
Larry Bolinske	Debbie Enstedt	Gregory Hayman	Karen McQuoid	Alan Rosen	Jennifer Wehrle
Elaina Bosco	Maria Esposito	Krissa Hensley	Anthony Mele	Paul Rumbuc	Jeremy Welch
David Boshard	Ross Ewen	Chris Hernandez	Matthew Melhorn	Rebecca Rushnok	Arthur Westergren
Marc-André Boudreau	Wayne Fader	Yvonne Hernandez	Bryan Millar	Agatha Safford	Kevin Wilson
Michael Boyer	Timothy Farr	Matthew Herrera	Carla Miller	Todd Sahm	Jesse Wise
Brandon Braun	Bert Feldman	Charles Hill	Eric Miller	Derek Sandilands	Matthew Wolfanger
Alfred Brenner	Scott Fenton	Carrie Ho	Richard Miller	Joaquin Santos	Sarah Worobec
Michael Broker	Renee Flannery	Matthew Hogan	Maxine Moody	Rickie Sasser	Freida Yakubov
Manon Brulotte	Cheryl Foti	John Horton	Travis Moody	Imran Satti	Xiaotian Yao
London Burnett	Ronald Friedlander	Keith Houske	Joseph Moore	James Schneider	Antoinette Yellock
Rachel Buser	Steve Friedlander	Glyn Hurst	Brian Morse	Robert Seeber	Nicholas Zangardi
Rudi Camenzind	Susan Fuldauer	David Jackson	Kelvin Muggeridge	Farhod Shamsiyev	Bianca Zaragoza
Valerie Capano	Roger Fung	Steve Jakubczak	Allan Munro	Cynthia Sittig	Jin Zhou Zhao
Cassius Caron	Mark Gagliardi	Renee Jeffries	Anthony Mutter	Marcus Smith	Rosalie Zwicker
Diane Carrion	Jorge Galvis	Bill Jennings	Donald Nelson	Beth Snow	
Richard Case	Amit Garg	Lovely Johnson	Jesse Nepywoda	Curt Snow	
Frances Christie	Sara Geiger	Christopher Jordan	Patricia Newell	Frank Soldo	
Samantha Chui	Katherine Georgiou	Hyungjun Kae	John-Deane Nwafor	David Solomonov	
Timothy Clark	Robert Gerdes	Bradley Kampmeier	Dorian Oldham	Rona Spano	
Ryan Clarke	Justin Germany	Robert Kanaan	Durhon Oldham	Steven Stensrud	

Further congratulations go to our distinguished President's Club members:

Brian Allt	Samantha Chui	Yevgeniy Kashkin	Allan Munro	James Schneider	Tasha Tucker
Kenneth Altizer	Joseph Coarsey	Garret Kun	Ed Olfert	Amir Sedaghat	Robert Ulreich
Malka Arony	Timothy Cruise	Jose Lopes	Herivelto Pereira	Steven Stensrud	Arthur Westergren
Alex Bluhm	David Jackson	Melissa Losk	Daniel Potilechio	Helen Taylor	Jesse Wise
Rudi Camenzind	Robert Kanaan	Karen McQuoid	Max Quasem	David Thornton	Jin Zhou Zhao
					Rosalie Zwicker

14 Great job, everyone, and keep up the *fantastic work!*

\$Show Me the Money\$

Retention Bonus*

Qualifier	SGA	Amount
Max Quasem	Cohen-Cohen	\$5,157.94
Carla Miller	John Akers	\$3,877.22
Sebastian Kazek	Williams-Henderson	\$3,373.10
Matt Pflueger	John Akers	\$3,042.26
Yvonne Hernandez	Cohen-Cohen	\$3,019.65
Timothy Cruise	Altig-Orlovic	\$3,015.58
Samantha Chui	Williams-Williams	\$2,987.45
Robert Ulreich	Jatoft-Foti	\$2,911.80
Cynthia Sittig	Durhon Oldham	\$2,906.67
Lovely Johnson	Bob Olson	\$2,848.34

Total Retention Bonus Paid: \$444,637.40
485 Producers Qualified

PR Bonus*

Qualifier	SGA	Amount
Daryl Barnett	Rick Altig	\$5,384.25
Susan Cooksey	HO DC	\$2,811.00
Kelvin Muggeridge	Steve Friedlander	\$2,275.00
Charlsie Charlson	Alt.-Orl.-Ven.	\$1,803.50
Brenda Swecker	Chris LaFond	\$1,638.31
Vivian Dwyer	Altig-Hay/Bitman	\$1,536.00
Jenny Williams	Rick Altig	\$1,421.50
Bennie Billie	David Zophin	\$1,408.00
Cynthia Layton	Geneser-Geneser	\$1,169.50
Larry Lozano	Jatoft-Foti	\$1,075.99

Total PR Bonus Paid: \$38,845.40
115 PR Reps Qualified

MGA Bonus*

Qualifier	SGA	Amount
Jim Bianchi	Durhon Oldham	\$27,779.87
Simon Arias	Surace-Smith	\$19,932.58
Harjeet Rana	Imran Satti	\$18,891.68
Maxine Moody	David Zophin	\$9,395.65
Rebecca Klebsch	Joe Manone	\$9,395.04
Jim Palmes	TJ Rowell	\$8,981.64
Mitchell Duplantis	Marc Rosen	\$8,953.47
Jeremy Welch	Slav Bitman	\$8,001.02
William Myatt	Steve Hartman	\$6,825.45
Steven DiChiaro	Bill Jennings	\$6,483.71

Total MGA Bonus Paid: \$303,928.32
109 Managers Qualified

BR Bonus*

Qualifier	SGA	Amount
Brian Allt	Imran Satti	\$5,456.57
Robert Gerdes	Joe Manone	\$3,744.58
James Palmes	TJ Rowell	\$3,522.78
Maxine Moody	David Zophin	\$3,145.64
Raphael Bouchereau	Tom Williams	\$2,832.66
Jennifer Wehrle	Steve Hartman	\$2,668.64
Roger Beals	Imran Satti	\$2,628.88
Steven Edgell	Altig-Orlovic	\$2,519.32
Kim Burton	Surace-Smith	\$2,505.96
Patrick Duray	Altig-Hay	\$2,333.81

Total BR Bonus Paid: \$162,808.78
198 Managers Qualified

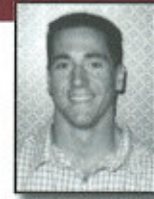
Reinstatement Bonus*

Qualifier	SGA	Amount
Hank Gordon	Bob Olson	\$1,081.21
Sami Mogannam	Jatoft-Foti	\$994.30
Alan Silverman	Cohen-Cohen	\$913.18
Earnest Loveless	Cohen-Cohen	\$596.99
Yvonne Hernandez	Cohen-Cohen	\$461.18
Michael Castell	Cohen-Cohen	\$420.91
Carlo Bonifazi	Bob Olson	\$397.70
Peter Kaplanis	Josh Chalom	\$376.43
Andrea Yee	Cohen-Cohen	\$337.45
Lorena Barriere	Cohen-Cohen	\$330.21

Total Reinstatement Bonus Paid: \$13,489.64
65 Producers Qualified

* Only the top ten qualifiers in each bonus category are shown. A full list of bonus qualifiers is provided on the inserts accompanying this magazine.

Master General Agents



1. Jim Bianchi
Rochester, NY



2. Simon Arias
Cleveland, OH



3. Harjeet Rana
Halifax, NS



4. Rebecca Klebsch
Menomonee Falls, WI



5. Mitchell Duplantis
Long Island City, NY

All Time Record to Beat

Month: \$250,859 Net ALP Jim Bianchi

January Production

Name	1 st Six Mo. Agent	Net ALP	NG	tn	SGA
1. Jim Bianchi	\$139,354	\$199,993		73.5	Durhon Oldham
2. Simon Arias	125,340	200,473	84		Surace-Smith
3. Harjeet Rana	85,461	147,701		78.2	Imran Satti
4. Rebecca Klebsch	58,900	74,365		79.0	Joe Manone
5. Mitchell Duplantis	54,849	55,286	94		Marc Rosen
6. Jeremy Welch	52,536	60,448		68.4	Slav Bitman
7. Scott Sonnenberg	52,504	61,572		68.3	Geneser-Geneser
8. Rodney Ward	51,922	68,358		74.2	Paul Rumbuc
9. Maxine Moody	51,680	112,194		68.8	David Zophin
10. Arthur Greene	47,540	63,047		70.2	Paul Rumbuc

All Time Record to Beat

YTD: \$2,168,283 Net ALP Paul Rumbuc

YTD Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Jim Bianchi	\$139,354	\$199,993		73.5	Durhon Oldham
* 2. Simon Arias	125,340	200,473	84		Surace-Smith
* 3. Harjeet Rana	85,461	147,701		78.2	Imran Satti
* 4. Rebecca Klebsch	58,900	74,365		79.0	Joe Manone
* 5. Mitchell Duplantis	54,849	55,286	94		Marc Rosen
6. Jeremy Welch	52,536	60,448		68.4	Slav Bitman
7. Scott Sonnenberg	52,504	61,572		68.3	Geneser-Geneser
8. Rodney Ward	51,922	68,358		74.2	Paul Rumbuc
9. Maxine Moody	51,680	112,194		68.8	David Zophin
10. Arthur Greene	47,540	63,047		70.2	Paul Rumbuc

Master General Agent selection guidelines for recognition in the Spotlight are as follows: Must have four First Year Agents coded and meet all production requirements.

Regional General Agents



1. Jim Bianchi
Rochester, NY



2. Simon Arias
Cleveland, OH



3. Sonny Gurney
Troy, MI

All Time Record to Beat

Month: \$470,822 Net ALP Jim Bianchi

January Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	SGA
1. Jim Bianchi	\$223,020	\$494,744		74.6	Durhon Oldham
2. Simon Arias	170,320	291,382	84		Surace-Smith
3. Sonny Gurney	136,310	255,237		69.6	Paul Rumbuc
4. Harjeet Rana	87,700	152,242		79.0	Imran Satti
5. Mitchell Duplantis	84,249	84,919	86		Marc Rosen

All Time Record to Beat

YTD: \$4,392,067 Net ALP Jim Bianchi

YTD Production

Name	1 st Six Mo. Agent	Net ALP	NG	Rtn	SGA
* 1. Jim Bianchi	\$223,020	\$494,744		74.6	Durhon Oldham
2. Simon Arias	170,320	291,382	84		Surace-Smith
3. Sonny Gurney	136,310	255,237		69.6	Paul Rumbuc
4. Harjeet Rana	87,700	152,242		79.0	Imran Satti
5. Mitchell Duplantis	84,249	84,919	86		Marc Rosen

JANUARY CATEGORY I

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Surace-Smith		72.7	\$207,326	\$186,300	111	\$410,012

JANUARY CATEGORY II

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Orlovic		70.5	\$140,154	\$126,000	111	\$286,858

JANUARY CATEGORY III

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Hay		70.9	\$106,466	\$89,600	119	\$159,520

JANUARY CATEGORY IV

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Tom Williams		71.9	\$86,732	\$80,000	108	\$181,357

JANUARY CATEGORY VI

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Chris Hernandez		75.5	\$49,866	\$32,000	156	\$90,356
Altig-Orlovic-Venekamp		69.6	50,097	33,300	150	73,513
Steve Jakubczak		69.2	52,548	35,000	150	66,157

JANUARY CATEGORY VII

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Marc Rosen	90		\$91,756	\$44,100	208	\$92,425
Mat Hart	80		54,579	44,100	124	97,785

YTD CATEGORY I

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Surace-Smith		72.7	\$207,326	\$186,300	111	\$410,012

YTD CATEGORY II

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Orlovic		70.5	\$140,154	\$126,000	111	\$286,858

YTD CATEGORY III

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Altig-Hay		70.9	\$106,466	\$89,600	119	\$159,520

YTD CATEGORY IV

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Tom Williams		71.9	\$86,732	\$80,000	108	\$181,357

YTD CATEGORY VI

NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Chris Hernandez		75.5	\$49,866	\$32,000	156	\$90,356
Altig-Orlovic-Venekamp		69.6	50,097	33,300	150	73,513
Steve Jakubczak		69.2	52,548	35,000	150	66,157

YTD CATEGORY VII

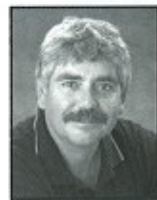
NAME	NG	RTN	1st Six Mo. NET	Standard	% of Standard	NET ALP
Marc Rosen	90		\$91,756	\$44,100	208	\$92,425
Mat Hart	80		54,579	44,100	124	97,785

PR Manager



Debbie Enstedt
Winnipeg, MB

Category A:



Daryl Barnett
Burnaby, BC



Brenda DiSomma
Edison, NJ

Category B:



Susan Cooksey
Lanham, MD



Vivian Dwyer
Raleigh, NC

Category C:



Kenneth Lett
Pelham, AL



John Wagner
Cincinnati, OH

January Production

PR Manager	No. Cards	SGA
1. Debbie Enstedt	14,412	Rick Altig
2. Malka Arony	4,726	HO LA/Hartman
3. Brenda DiSomma	3,705	Eric Giglione

All Time PR Card Production Record

Month: 18,960 cards

Category A	No. Cards	SGA
1. Daryl Barnett	3,517	Rick Altig
2. Brenda DiSomma	3,082	Eric Giglione
3. Mark Gagliardi	2,512	Jatoft-Foti
4. Malka Arony	1,698	HO LA/Hartman
5. Pater Nielsen	1,144	Paul Rumbuc

Category B	No. Cards	SGA
1. Susan Cooksey	2,242	HO DC
2. Vivian Dwyer	2,226	Altig-Hay/Bitman
3. Al Wall	1,789	Josh Chalom
4. Robin Andrade	1,510	HO MA
5. Kelvin Muggerridge	1,500	Steve Friedlander

All Time PR Group Production Record

Month: 55 groups Vivian Dwyer

Category C	Groups	SGA
1. Kenneth Lett	14	Greg Partee
2. John Wagner	10	Steve Jakubczak
3. William Slocum	5	Durhon Oldham
4. Jerry Hartnett	5	Marc Morton
5. Richard Case	5	Surace-Smith

YTD Production

PR Manager	No. Cards	SGA
*1. Debbie Enstedt	14,412	Rick Altig
*2. Malka Arony	4,726	HO LA/Hartman
3. Brenda DiSomma	3,705	Eric Giglione

All Time PR Card Production Record

YTD: 61,879 cards Denise Bowyer

Category A	No. Cards	SGA
*1. Daryl Barnett	3,517	Rick Altig
*2. Brenda DiSomma	3,082	Eric Giglione
3. Mark Gagliardi	2,512	Jatoft-Foti
4. Malka Arony	1,698	HO LA/Hartman
5. Pater Nielsen	1,144	Paul Rumbuc

Category B	No. Cards	SGA
*1. Susan Cooksey	2,242	HO DC
*2. Vivian Dwyer	2,226	Altig-Hay/Bitman
3. Al Wall	1,789	Josh Chalom
4. Robin Andrade	1,510	HO MA
5. Kelvin Muggerridge	1,500	Steve Friedlander

All Time PR Group Production Record

YTD: 136 groups Kenneth Altizer

Category C	Groups	SGA
*1. Kenneth Lett	14	Greg Partee
*2. John Wagner	10	Steve Jakubczak
3. William Slocum	5	Durhon Oldham
4. Jerry Hartnett	5	Marc Morton
5. Richard Case	5	Surace-Smith

Category A = SGA categories one and two. Category B = SGA categories three, four, five, six, seven, and eight. Category C = Top number of group credits signed from all SGA categories. Public Relations Manager selection guidelines for recognition in the *Spotlight* are as follows: *Must have two PR Representatives coded and meet all production requirements.* Also, please note, the number of leads will be used to break a tie in Category C.

We are pleased to announce the deployment of www.aillifystore.com.

Tigereye Design, a 100% union company in Ohio, has put together a website providing a quick and easy source for getting AIL/NILICO promotional items. The site lists several items displaying the company logo, and provides a link to their main website where you can browse through hundreds of other items. If you cannot find exactly what you are looking for, or if you would like additional ideas for using promotional items in your business, give them a call and they will be happy to assist.

(Please note: you are not required to use this or any other vendor for your promotional item needs.)

6 Great Ways to use Promotional Items:

1. Generate Leads
2. Generate or Promote Traffic to a Trade Show Booth
3. Building Relations with Existing Customers
4. Motivate and Reward Sales Performance or Productivity
5. Employee and Hierarchy Recognition
6. Promote Company Name & Image in Your Office or on Your Person

The screenshot shows the American Income Life Store website interface. At the top, it says "American Income Life Store.com" and provides contact information: "Order By Phone: 1.800.844.3739" and "Order By Mail or Fax: Download Form". The main content area is divided into several product categories, each with a description, image, and pricing table. The items listed include:

- Denim Shirt:** This denim shirt is an 8 oz 100% washed cotton denim with a left chest button pocket and an extra long shirttail. Available in sizes S - 5XL and LT - 5XLT. Embroidery included in price. Union Made in the USA.
- Wind Jacket:** This jacket is 100% polyester micro fiber. It's a long sleeve cross crew neck windshirt with 2 side pockets and matching rib on waistband. It has contrast striped rib knit on collar and cuffs. Available in sizes S - 3XL and colors bone/ivory, khaki/ivory, charcoal/bone, hunter/bone, black/bone, and navy/bone. Embroidery included in price. Made in the USA. Union Imprinted.
- Retractable Pen:** This pen comes with chrome trim and a black ink refill. Pen colors include red, black, blue, and green. Union Made in the USA.
- Mousepad:** High quality, durable, and vivid mousepad measures 8-1/2" x 9" and is approximately 1/2" thick. Union Made in the USA.
- Memo Clip:** This versatile memo clip is 2" x 2" and has a heavy duty magnet on the back for use in the home or office. It also has hang holes on the back for push pins. Clip colors include black, blue, red, yellow, and white. Union Made in the USA. Price includes setup charges.
- Silver or Gold Name Tag:** 1-1/2" x 3" metal name tag has a gold or silver finish and comes with a magnet or safety pin back. Made in the USA.
- Plastic Bags:** This bag features a fold over construction in the handle area for added strength suitable for medium to heavy weight applications. It comes in various sizes measuring from 9" x 12" to 20" x 25". Bag colors include white, ivory, gray, and clear. Pricing and Die Fees are based upon number of colors and amount of color coverage. Union Made in the USA.
- Poker Chip Sets:** 300 piece, 11.5 gram clay poker chips are highly durable and are made of the highest quality clay material. The set also includes 2 decks of playing cards and 5 dice. The aluminum case is sleekly designed with rounded edges and lined with plush foam for maximum protection. The poker chips are imprinted on both sides. Made in the USA. Union Imprinted.

At the bottom of the page, there are sections for "Embroidery Options" and "Additional Items from Tigereye Design". The Tigereye Design logo is visible in the bottom left corner of the screenshot.



FROM THE DESK OF:
Scott Smith
Executive Vice President

Attitude and Energy

The most powerful asset you have is your attitude, which is also the most detrimental influence in your productivity.

No one controls your attitude but you, yet too often we allow other people or external circumstances determine how we feel. Your attitude has a powerful impact on others. As an Agent, your attitude impacts your prospects. As a leader, your attitude impacts your team. The impact your attitude has on others can be either positive or negative, and it depends on the choices you make. You have an obligation to develop an assertive, positive attitude.

Your attitude must be one that inspires other people around you to achieve the impossible. Along with a great attitude comes passion. If the people around you see that you care, there is no challenge in front of you that can't be beat. The problem is many of us are never concerned enough to spend the energy required to work on our attitude, thus our attitude becomes the single most determining factor controlling our success or failure. If you want to be a great Agent or great leader, you must accept that a huge part of your responsibilities include controlling, working, massaging, and cultivating your attitude. You cannot fake it. If you do not have a genuine hunger to accomplish something, you will not rise to the challenge, you will not make the sale, and you will not be able to lead effectively.

You will find if you have passion, it is an infectious thing.

No one must agree with your attitude or your passion. Just have them in place — if your opponent acknowledges your passion, it will always be respected. I

do not believe you can influence anyone with even the best pep talk ever made unless it is supported by results. I remember playing my first varsity high school football game for a great coach. He had given the team an incredible pep talk that had me flying so high I felt as if I could have played in the NFL that moment. I was on the kickoff team and on the opening play of the game, I got absolutely laid out flat. I left my positive attitude that night somewhere near the forty yard line. It is the same at AIL/NILICO. Those weekly meetings are fine, and you can get inspired by a great speaker. The fact remains that you do not immediately jump from the meeting into the home — in between, you make packets, book appointments, get directions, drive, which are all very time-consuming tasks which can cause you to lose your spark. But even with a lost spark, a positive attitude that breeds passion for what you do will positively influence the prospect.

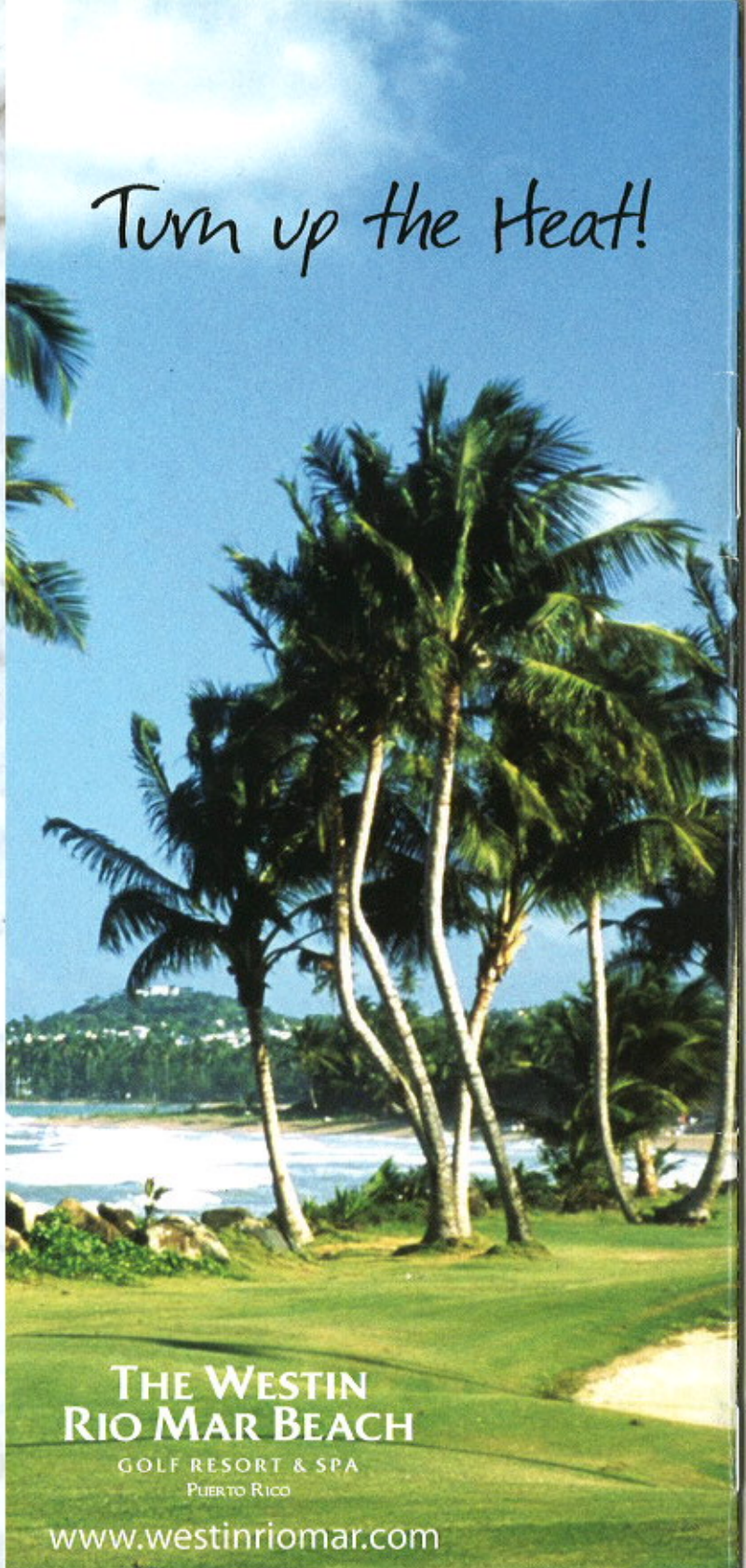
If you have read this far in the *Spotlight*, please remember one thing — your attitude has the power to change your life.

Instead of thinking "I can't," start thinking "I can — Why not?" It takes about the same amount of time to be positive as negative, but it also takes a whole lot more energy. Put some distance between yourself and the naysayers. Be confident and surround yourself with encouragers rather than discouragers. You want to enjoy success — everyone wants it — but the successful people you observe have a very positive attitude on a daily basis.

Today, it is your turn.

Tired of the cold?

Turn up the Heat!



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Public Relations Bonus

Qualifiers

JANUARY
FEBRUARY
MARCH
APRIL
MAY
JUNE
JULY
AUGUST
SEPTEMBER
OCTOBER
NOVEMBER
DECEMBER

Daryl Barnett	\$5,384.25
Susan Cooksey	\$2,811.00
Kelvin Muggerridge	\$2,275.00
Charlsie Charlson	\$1,803.50
Brenda Swecker	\$1,638.31
Vivian Dwyer	\$1,536.00
Jenny Williams	\$1,421.50
Bennie Billie	\$1,408.00
Cynthia Layton	\$1,169.50
Larry Lozano	\$1,075.99
Bob Dailey	\$1,043.52
Brenda DiSomma	\$973.50
George Farenthold	\$863.40
Rona Pileggi Spano	\$839.67
Timothy Farr	\$834.00
Casandra Robinson	\$811.50
Jennifer Chetwynd	\$727.50
Linda Melton	\$608.00
Al Wall	\$568.90
Kathleen Loughran	\$465.00
Charles Hill	\$459.87
Catherine Briggie	\$437.25
Mary Hinterberger	\$437.25
Elizabeth Farm	\$397.50
Paul Winslow	\$348.00
Becky Cutler	\$347.25
Irene Rurycz	\$343.50
Christina Diaz	\$312.00
John Wagner	\$303.00
Sue Akers	\$295.50
Holly DiChiaro	\$293.25
Thomas Schrader	\$280.50
Laurie Onasch	\$269.25
Jerry Hartnett	\$262.00
Darrell Dorey	\$261.00
Richard Case	\$247.00
Alaina Latinsky	\$235.50
Paul Straubel	\$229.50
Jessica Widener	\$229.50
Amber Geen	\$219.00
Manon Brulotte	\$219.00
Kenneth Altizer	\$193.50
Richard Suarato	\$188.25
Dorit Frank-Nadav	\$169.50
Michelle Wright	\$165.00
Carrie Ho	\$156.75

Marilyn Gonzalez	\$154.50
Kelly Bittle	\$153.00
Ken Lett	\$153.00
Denise McDonald	\$147.00
Robin Andrade	\$139.00
Barbara Knight	\$138.00
Patra Meacham	\$120.00
Denis St. Pierre	\$109.50
Rachelle Valdez	\$109.41
Mark Gagliardi	\$108.00
Susan Reagan	\$102.63
Sandra Johnson	\$102.00

Total
\$38,845.40



MGA Bonus

January Bonus Qualifiers

Jim Bianchi	\$27,779.87	Samuel Cohen	\$2,296.47	Alex Gonzales	\$769.42
Simon Arias	\$19,932.58	Jason Mayer	\$2,019.83	Patrick Fowler	\$716.33
Harjeet Rana	\$18,891.68	Jason Dickson	\$1,951.27	William Reeves	\$686.05
Maxine Moody	\$9,395.65	David Solomonov	\$1,827.27	Paulo Rosa	\$670.37
Rebecca Klebsch	\$9,395.04	Philip Prata	\$1,823.35	Robert Dunn	\$610.46
Jim Palmes	\$8,981.64	Michael Vasu	\$1,712.77	Charles Vance	\$605.86
Mitch Duplantis	\$8,953.47	Joshua Harris	\$1,644.92	Roger Johnson	\$600.41
Jeremy Welch	\$8,001.02	Matthew Melhorn	\$1,631.45	Tim McAdams	\$589.92
William Myatt	\$6,825.45	Scott Rehberg	\$1,622.73	David Lamb	\$567.83
Steven DiChiaro	\$6,483.71	Stefan Johannsson	\$1,526.46	Travis Price	\$535.07
Randy Teyssier	\$6,153.34	Susan Schreiber	\$1,502.15	Kelly Pascal	\$531.60
Joshua Goines	\$6,090.70	Amir Sedaghat	\$1,439.01	Kirk Kupsky	\$515.84
Dorian Oldham	\$5,605.08	Matt Wolfanger	\$1,388.43	Joseph Larsen	\$509.42
Rodney Ward	\$5,584.62	Robert Shafer	\$1,385.50	Nadia King	\$479.28
Diane Carrion	\$5,398.20	Erik Graham	\$1,362.03	Donald Wold	\$477.72
Steven Engrav	\$5,028.80	LaTonya Tucker	\$1,343.64	Kevin Barrow	\$438.66
Joseph Szygiel	\$4,817.25	Sorana Blackfoot	\$1,316.23	Carl Rudd	\$430.95
Arthur Greene	\$4,682.30	Rick Mansfield	\$1,294.95	Vann Durham	\$418.01
Scott Sonnenberg	\$4,390.02	Matthew Ho	\$1,282.60	Samantha Chui	\$407.87
David Guzman	\$4,076.39	Krista Thieme	\$1,243.06	Darren Miller	\$407.01
Greg Prasker	\$4,073.46	Maijargal Sukhbaatar	\$1,234.36	Barbara Leader	\$406.14
Steven Edgell	\$3,936.45	Ross Ewen	\$1,179.11	Ryan Tucker	\$396.04
Travis Moody	\$3,921.62	Earnest Loveless	\$1,169.67	James Larkin	\$392.21
Jeff Ribman	\$3,905.80	Curt Snow	\$1,159.03	Dejuan Weatherall	\$373.70
Leon Thompson	\$3,494.09	Mark Bleier	\$1,132.88	Jennifer Ingimundson	\$365.64
Josh Goodman	\$3,432.22	Kelvin McDiarmid	\$1,102.19	Richard Refano	\$352.00
Christopher Stephens	\$3,302.89	David Hausman	\$1,084.28	Byron Paz	\$340.34
Horace Johnson	\$3,274.41	Ryan Stenglein	\$1,010.12	Natalie Linker	\$308.92
Elaina Bosco	\$3,076.37	Shiwa Hollingsworth	\$1,006.22	Preeti Sahgal	\$179.64
Zachary Hart	\$3,065.63	William Kidder	\$991.96		
Mark Gorman	\$3,042.79	Andy Walters	\$977.48		
Russell Chang	\$3,024.19	David Wang	\$957.71		
Volodymyr Derevyanyy	\$2,712.34	Phillip LaCross	\$913.79		
John McCreary	\$2,632.86	Mathew MacCannell	\$908.64		
Brett Gryska	\$2,626.87	Carla Miller	\$876.02		
Scott Keeney	\$2,543.55	Nicholas Zangardi	\$845.19		
Laura Fisher	\$2,538.11	Albert Corriveau	\$835.27		
Shara Valadez	\$2,481.24	Scott Baker	\$823.79		
Salvatore Giacchi	\$2,443.32	James Bailey	\$796.34		
Cheryl Foti	\$2,441.00	Corey Carbon	\$791.42		

Total **\$303,928.32**

BR Bonus

January Bonus Qualifiers

Qualifier	Bonus
Brian Allt	\$5,456.57
Robert Gerdes	\$3,744.58
James Palmes	\$3,522.78
Maxine Moody	\$3,145.64
Raphael Bouchereau	\$2,832.66
Jennifer Wehrle	\$2,668.64
Roger Beals	\$2,628.88
Steven Edgell	\$2,519.32
Kim Burton	\$2,505.96
Patrick Duray	\$2,333.81
Jim Bianchi	\$2,302.68
Robert Shafer	\$2,291.72
Robert Harris	\$2,239.71
Bradley Weigand	\$2,208.77
Jason Ryan	\$2,101.78
Hector Dessis	\$2,079.20
Mitchell Duplantis	\$2,073.01
Raymond Risucci	\$2,050.28
John Collins	\$2,003.54
Erik Graham	\$1,989.32
Michael Vasu	\$1,763.49
Earnest Powers	\$1,742.00
Todd Engleson	\$1,732.26
Jason Kidder	\$1,719.39
Joshua Goines	\$1,682.60
Lovely Johnson	\$1,679.35
Cheryl Foti	\$1,676.19
Hasheim Jones	\$1,628.83
Rachel Arenas	\$1,592.17
Democratis Pashalidis	\$1,585.70
Renee Jeffries	\$1,491.03
Jeremy Welch	\$1,488.21
Taina Lameko	\$1,487.57
David Ackerman	\$1,440.63
David Kinsella	\$1,432.99
Edward Hanna	\$1,426.53
Christopher Stephens	\$1,403.99
Karl Schuckert	\$1,384.00
Matthew Ho	\$1,362.69
Tony Leonard	\$1,335.48
Wayne Fader	\$1,333.86
Scott Rehberg	\$1,298.19
Dustin Henderscheid	\$1,284.91
Jason Harris	\$1,261.61
David Brister	\$1,258.27
Brian Lulloff	\$1,238.95
Derek Tam	\$1,213.81
Thomas VanOsdol	\$1,197.18
Brett Gryska	\$1,127.83
Brandon Corkins	\$1,102.03
Matthew Davison	\$1,093.32

Qualifier	Bonus
Michael Broker	\$1,081.06
Horace Johnson	\$1,079.34
Elaina Bosco	\$1,073.19
Salvatore Giacchi	\$1,064.53
Cynthia Sittig	\$1,062.85
Lisa Roemer	\$1,045.49
Shara Valadez	\$1,039.74
Brandon Braun	\$1,029.75
Troy Tripp	\$1,019.87
Dawn McElwain	\$1,019.41
Leon Thompson	\$998.42
Diego Arango-Puerta	\$972.49
Craig Strompf	\$936.62
Joseph Szygjel	\$903.48
Matthew Gonzales	\$900.64
Zachary Hart	\$872.41
Tony Fox	\$870.14
Tejal Patel	\$865.14
Lawrence King	\$862.83
Carolyn Scott	\$845.87
Joseph Coarsey	\$845.50
Kris Barron	\$830.26
Gabriel Feldmann	\$828.71
Stefan Johannsson	\$814.12
Meredith West	\$811.84
Laura Fisher	\$806.93
Mark Bleier	\$800.84
London Burnett	\$702.36
Aaron Tavizon	\$673.74
Earle Harris	\$652.25
Kelvin McDiarmid	\$648.16
Warrior Hunt	\$639.78
Josh Killian	\$637.40
Shawn Jakowczuk	\$632.22
Timothy Frahm	\$630.91
Ross Ewen	\$628.86
Troy Plummer	\$620.74
Phillip Lacross	\$606.17
David Lamb	\$605.68
Greg Prasker	\$602.77
Michael Zorn	\$601.52
Joshua Riehl	\$592.26
Stephanie Caccamo	\$592.00
Richard Barbour	\$591.29
David Gevry	\$588.03
Siddharth Patel	\$586.42
Michael Boyer	\$585.00
Matthew Willrodt	\$579.58
Travis Price	\$570.74
Travis Nadeau	\$563.07
Sorana Blackfoot	\$561.59

Qualifier	Bonus
Robert Hamilton	\$544.35
Alex Gonzales	\$469.23
Bradley Pleasant	\$466.25
Emmanuel Villaseñor	\$458.77
Joseph Larsen	\$455.81
Arthur Greene	\$431.73
Robert Bingham	\$417.58
Susan Schreiber	\$415.84
Kirk Kupsy	\$412.67
Carolyn Stroman	\$412.08
Justin Phillips	\$411.78
Sarah Worobec	\$407.87
Shiwa Hollingsworth	\$402.49
Godley Varghese	\$401.96
Anthony Mutter	\$399.66
Richard Correa	\$398.46
Grant Johnson	\$396.32
Mickenzie Linse	\$366.36
Joshua Harris	\$350.92
Kyriacos Davis	\$322.25
Nadia King	\$319.52
Daven Hermosura	\$318.36
Jonathan Hebert	\$313.36
Garret Kun	\$313.13
Scott Abrams	\$311.36
Scott Fenton	\$308.59
Sandi Babcock	\$307.82
Scott Primm	\$305.57
Roger Johnson	\$304.91
Rita Haidinger	\$301.89
Robert Dunn	\$296.60
Anthony Accurso	\$296.35
Kevin Barrow	\$292.44
Carl Rudd	\$287.30
Brent Goble	\$287.20
Raymond Lavrenz	\$285.86
Vann Durham	\$278.67
Ted Corriveau	\$278.42
David Goodman	\$278.14
Ronald Friedlander	\$277.56
David Guzman	\$275.87
James Brenneis	\$275.84
Scott Baker	\$274.60
Todd Sahn	\$273.70
Jared Mlinarich	\$272.66
Samantha Chui	\$271.91
Darren Miller	\$271.34
Barbara Leader	\$270.76
William Chang	\$265.87
Ryan Tucker	\$264.02
Manuel Padilla	\$263.81

Qualifier	Bonus
Abdelhadi Badreddine	\$262.45
Bradley Ellison	\$261.61
James Larkin	\$261.47
Andy Walters	\$261.37
Steven King	\$258.64
Rick Mansfield	\$254.05
Karen McGrath	\$253.68
Philip Prata	\$251.12
Carla Miller	\$250.42
DeJuan Weatherall	\$199.31
Earnest Loveless	\$197.92
Grant Wahlig	\$195.89
Nishan Amarasuriya	\$195.55
Jennifer Ingimundson	\$195.00
Jeffrey Lozowski	\$194.46
Pamela Ladd	\$194.05
Sarah Sweeney	\$192.29
Nicholas Engrav	\$191.17
Patrick Fowler	\$191.02
Marinela Achim	\$186.52
Diane Carrion	\$185.46
Charlie Reeves	\$182.95
Byron Paz	\$181.51
Joseph Henderson	\$179.53
Matthew Nereng	\$178.48
Bradford Geddes	\$176.14
Jonathan VanHorn	\$174.81
Jacob Lewis	\$174.62
Michael Quirk	\$172.92
Melanie Cohen	\$171.96
David Baum	\$171.87
Hope Horne	\$170.87
Katherine Miller	\$169.89
Susan Johnston	\$168.74
Amir Sedaghat	\$168.52
Scott Sonnenberg	\$167.34
Twyman Traynum	\$167.31
Natalie Linker	\$164.76
Aunjel Faucheux	\$162.92
Paul Mahoney	\$161.99
Walter Durant	\$161.84
Rodney Ward	\$161.60
Thomas Soloweyko	\$161.03

Total Bonuses Paid Out

\$162,808.78

Reinstatement Bonus

January Bonus Qualifiers

Hank Gordon	\$1,081.21	Lori Yeilding	\$116.76
Sami Mogannam	\$994.30	Luis Heredia	\$104.99
Alan Silverman	\$913.18	Devin Phillips	\$104.93
Earnest Loveless	\$596.99	Nabil Spahi	\$102.00
Yvonne Hernandez	\$461.18	William Kidder	\$92.23
Michael Castell	\$420.91	Geoffrey Lydick	\$91.02
Carlo Bonifazi	\$397.70	Timothy Dawe	\$87.03
Peter Kaplanis	\$376.43	Ross Ewen	\$77.99
Andrea Yee	\$337.45	Petko Petkov	\$77.99
Lorena Barriere	\$330.21	Susan Chatman	\$71.26
Madlyn Woodyard	\$329.01	Clara Bradford	\$65.01
Mark Hartelius	\$311.99	Rhonda Shaffer	\$58.29
Rudolph Dsouza	\$300.27	Roger Beals	\$57.71
Adeyemi Finnih	\$256.66	Brian Morse	\$57.67
Scott Sonnenberg	\$256.63	Mario Payne	\$53.71
Balvino Cardoza	\$252.75	David Thornton	\$52.02
George Sargentini	\$236.58	Christina Johnson	\$50.75
Jason Mayer	\$233.99	Angelica DeSantos	\$40.01
Adriann Morales	\$232.80	Perquida Osborne	\$32.01
Anderson Sooknanan	\$226.35	Garret Kun	\$30.00
Stuart Paolino	\$225.75	Christopher Kirk	\$29.03
Julie Wells	\$223.68	James Brenneis	\$29.01
Tim Krueger	\$223.27	Melissa Losk	\$29.01
Donna Koumbis	\$199.54	Ben Halali	\$27.31
Andrew Dudgeon	\$198.95	Shawn Jakowczuk	\$26.01
Lynda Williams	\$198.39		
Alla Alexander	\$194.21		
Mark Bleier	\$188.18		
Steve Liberto	\$178.08		
Edwina Taft	\$177.78		
John Collins	\$174.78		
David Wang	\$156.96		
Gerson Ramirez	\$156.00		
Joshua Goodman	\$154.12		
Helena Rizvan	\$151.38		
Desislava Dimittova	\$133.92		
Rigoberto Pedroza	\$129.99		
Sonny Gurney	\$129.99		
Scott Remyey	\$122.93		
William Hickey	\$121.40		

Total **\$13,489.64**

Retention Bonus

QUALIFIER	BONUS*
Max Quasem	\$5,157.94
Carla Miller	\$3,877.22
Sebastian Kazek	\$3,373.10
Matt Pflueger	\$3,042.26
Yvonne Hernandez	\$3,019.65
Timothy Cruise	\$3,015.58
Samantha Chui	\$2,987.45
Robert Ulreich	\$2,911.80
Cynthia Sittig	\$2,906.67
Lovely Johnson	\$2,848.34
Federico Watkins	\$2,832.66
Marinela Achim	\$2,761.93
Sandi Babcock	\$2,746.24
Michael VanDelft	\$2,727.91
Joaquin Santos	\$2,670.20
Ran Tian	\$2,628.88
Karen Stockwell	\$2,628.62
Nadia King	\$2,621.75
Frank Jendusa	\$2,565.06
Christopher Burch	\$2,505.96
Bianca Zaragoza	\$2,479.01
Jay Meyer	\$2,436.32
Alfred Brenner	\$2,428.86
Jesse Wise	\$2,426.42
Rosalie Zwicker	\$2,420.45
Beth Snow	\$2,389.65
Crystal Reeves	\$2,375.74
Ruben Soberanes	\$2,366.72
Richard Krueger	\$2,362.53
Rudi Camenzind	\$2,306.43
Jean Brinkmann	\$2,274.03
Kelly McDonald	\$2,254.92
Danilo Gomez	\$2,239.71
Daniel Pottechio	\$2,226.03
Stephen Bendure	\$2,208.77
Arthur Westergren	\$2,175.53
Randolph Souliers	\$2,168.69
William Gordon	\$2,139.00
Beau Vastine	\$2,114.76
Robert Harris	\$2,108.08
Wayne Fader	\$2,073.01
Rebecca Rushnok	\$2,055.36
David Jackson	\$2,053.13
Adam Miller	\$2,050.28
Sean Lacroix	\$2,031.80
Ronald Trombetta	\$2,013.94
Teresa Daye	\$1,966.31
Matthew Cartwright	\$1,932.03
Sean O'Hara	\$1,902.20
Patricio Mamaclay	\$1,889.58
Benson Kim	\$1,873.34
Fatten Alramahi	\$1,839.90
Nanakwaben Ntemmeh	\$1,833.03
Blake Higuchi	\$1,828.93
Christina Johnson	\$1,824.19
Iryna Sushkova	\$1,796.40
Helen Taylor	\$1,794.53
Paul Smoley	\$1,775.16
Ryan Vopat	\$1,763.49
Matthew Gonzales	\$1,742.26
Desislava Dimitrova	\$1,738.86
Scott Florin	\$1,728.93
Edward Hanna	\$1,727.34
Ashley Davis	\$1,719.39
William Law	\$1,709.85
Scott Fenton	\$1,707.92
Crystal Jackson	\$1,679.35
Kory Holler	\$1,645.86
Jose Lopes	\$1,635.34
Erickson Bencosme	\$1,628.83
Dennis Titcombe	\$1,618.21
Matthew Wolfanger	\$1,588.02
Ed Olfert	\$1,567.60
Mitchell Look	\$1,548.83
Richard Greenberg	\$1,530.96
Robert Dunn	\$1,524.82
Timothy Nolan	\$1,523.63
Dawn McElwain	\$1,521.29
Lorena Barriere	\$1,510.65
David Thornton	\$1,509.38
Jerald Muhammad	\$1,506.51
Christopher Williams	\$1,491.03
Joseph Coarsey	\$1,486.63
David Williams	\$1,479.20

QUALIFIER	BONUS*
James Brenneis	\$1,478.82
Shirley Stanback	\$1,465.78
Donald Nelson	\$1,445.65
Maijargal Sukhbaatar	\$1,443.03
Dustin Dunbar	\$1,432.99
Richard Carter	\$1,427.83
Andres Diaz	\$1,426.53
Benjamin Ainscough	\$1,418.17
John Reason	\$1,406.54
Valerie Capano	\$1,399.27
Callie Mashburn	\$1,384.00
Allan Munro	\$1,381.96
Edwin Menzies	\$1,364.25
Noel Ables	\$1,362.69
Allison Bankowski	\$1,345.17
Michael Snow	\$1,340.35
Zachary Bigham	\$1,338.48
Sherri Brendle	\$1,335.48
Selena Thammasen	\$1,335.05
Jeffrey Ahrens	\$1,334.80
Akwasi Appiah	\$1,333.86
Jeff Stanley	\$1,330.16
Herbert Adams	\$1,326.96
Jesse Nepywoda	\$1,323.86
Christopher Rollier	\$1,318.51
Richard Gilson	\$1,304.61
Jeff Vandervorste	\$1,298.19
Brooke Alexander	\$1,296.19
Marc-André Boudreau	\$1,293.25
Sabrina Lloyd	\$1,286.91
Patricia Longenecker	\$1,286.06
April Caywood	\$1,284.91
Shannon Hernandez	\$1,277.08
Scott Remmey	\$1,271.49
Santosh Larry	\$1,261.61
Jose Sanchez	\$1,260.29
Adam Franz	\$1,258.27
Ka Wing Yu	\$1,246.87
James Alders	\$1,246.46
Shaeley Arnold	\$1,242.24
Julio Lourido	\$1,240.47
Frank Soldo	\$1,238.95
Bradley George	\$1,237.65
Joanne Marks	\$1,233.45
Norman Lew	\$1,228.84
Richard Klatt	\$1,228.08
Lita Lameko	\$1,226.11
Mark Bleier	\$1,221.89
Jon Hanec	\$1,220.72
Timothy Clark	\$1,218.14
Jinzhou Zhao	\$1,216.06
Kevin Wong	\$1,213.81
Sean Hall	\$1,212.15
Ronald Friedlander	\$1,186.52
William Burbank	\$1,184.09
Benham Halali	\$1,163.66
Samson Adelufosi	\$1,161.70
Patrick Parisi	\$1,155.40
Adrian Jones	\$1,141.34
Anthony Davis	\$1,130.28
Christopher Haacke	\$1,127.83
Lynda Williams	\$1,126.17
Derrick Wood	\$1,102.03
Adam Hicks	\$1,093.32
Tyler Hunt	\$1,093.23
Gregory Miral	\$1,087.94
Tejinder Singh	\$1,087.22
DeJervis Jiles	\$1,086.59
Daniel Jones	\$1,082.97
Antoinette Yellock	\$1,079.24
Mickenzie Linse	\$1,074.75
Gerardo Puerto	\$1,069.68
Benjamin Foti	\$1,069.61
Angelika Vassilieva	\$1,069.37
Dekpah Gueh	\$1,064.53
Richard Walsh	\$1,062.85
Louis Costa	\$1,057.13
Dan Reijin	\$1,048.19
Nancy Phillips	\$1,045.49
Eric Banyon	\$1,039.74
Kevin Wilson	\$1,036.14
Anthony Accurso	\$1,034.09
Ryan Neel	\$1,028.56
Angeles Ordas	\$1,025.54

QUALIFIER	BONUS*
Greg Schooley	\$1,025.11
Mark Seidel	\$1,019.87
Howard Henry	\$1,003.62
Hyungjun Kae	\$1,003.29
Asmaa Aalla	\$993.01
Tanya Glosser	\$979.46
Theresa Bellajaro	\$969.85
Herman Libman	\$967.87
Maria Esposito	\$965.70
Steven Stensrud	\$957.54
Matthew Nereng	\$955.02
Joseph Galeski	\$953.76
Robert Bingham	\$949.84
Keith Houske	\$948.73
Brent Goble	\$935.50
Julie Aprahamian	\$928.37
Michael Broker	\$927.58
Joey Kennedy	\$923.37
Robert Boyer	\$913.22
Michael Shallenberger	\$909.86
Stephen Guidice	\$906.22
Robert Kanaan	\$906.14
Travis Vandenberghe	\$904.54
Gregory Hayman	\$897.27
Bradley Kampmeier	\$896.87
Marissa Pascual	\$896.83
Charles Barndt	\$893.82
Blenda Chinn	\$891.27
John Collins	\$890.52
Natalie Soboleva	\$886.94
Thomas Shuff	\$886.11
Karen Brown	\$885.31
Willie Hayden	\$880.71
Kevin Appasamy	\$877.38
Nikki Woods	\$873.59
Lori Simpson	\$873.52
Pablo Garcia	\$870.14
Tracy Haden	\$870.10
Danielle Holmes	\$869.50
David Garrett	\$865.04
Jeremy Riehl	\$864.82
Ellas Mendoza	\$863.89
Bert Feldman	\$860.59
Leslie Froberg	\$860.59
Ronald Imhof	\$856.83
Bobby Whitley	\$854.87
Janice Dixon	\$851.11
Wanda Hammonds	\$845.87
Marvin Schoenherr	\$845.50
Michael Perkins	\$845.20
Ricky Craig	\$842.40
Wanda Darden	\$836.17
Robert Webb	\$831.98
Peter Pace	\$830.26
Andrea Yee	\$829.20
Brian Tulowiecki	\$829.06
Josh Pearson	\$828.71
Robert Williams	\$826.76
Marino Baca	\$825.10
Justin Phillips	\$817.66
Averi Smith	\$816.05
Rigoberto Pedroza	\$815.61
Katrice Hunt	\$814.12
Adam Lerch	\$807.16
Ryan Hall	\$806.93
Caleb Emerich	\$800.84
Corey Neff	\$799.26
Dauschel Henderson	\$799.05
Garret Kun	\$790.98
Emmanuel Villasenor	\$774.66
James Schneider	\$773.61
Thomas Tulowiecki	\$770.84
Omar Hashimi	\$767.21
Allan Gilbert	\$763.09
Meredith West	\$762.06
Ekene Agwuenu	\$760.10
Alan Rosen	\$756.27
Yevgeniy Kashkin	\$755.78
Agatha Safford	\$738.68
Mark Corkean	\$735.66
Larhon Hildebrandt	\$728.41
Joshua Goodman	\$715.10
Jeffery Thiel	\$713.44
Jennifer Stack	\$706.80

Retention Bonus

QUALIFIER	BONUS*
Timothy Penfield	\$699.72
Michael Sheets	\$699.48
Floyd Williams	\$652.25
Jason Young	\$649.93
Richard Juhasz	\$648.36
Jenny Sample	\$647.68
Lorenzo Lameko	\$645.17
Shane Koester	\$639.78
Joseph Henderson	\$637.63
Nicholas Horling	\$637.40
Kevin Citizen	\$633.34
Timothy Krueger	\$632.22
Angela Judson	\$630.91
Edwina Taft	\$629.25
Mathew Mealey	\$629.25
Brian Obert	\$628.86
Michael McIntosh	\$628.51
Malisa Hinderliter	\$627.19
Kyle Capiga	\$625.53
Annette Malveaux	\$625.41
Todd Reynolds	\$620.88
Jeannette Jackson	\$620.74
Alexander Berman	\$619.30
John Healy	\$618.17
Brandon Teter	\$617.22
Richard Flores	\$614.96
Alex Gonzales	\$609.71
Robert Hamilton	\$609.57
Susan Johnston	\$608.65
Jeffrey DiMedio	\$608.13
Michelle O'Brien	\$607.99
Pat Alessi	\$606.24
Thomas Marcucci	\$606.24
Tami Jensen	\$606.17
Glenn Deasey	\$605.68
Derek Tam	\$602.77
Chad Neff	\$601.52
Kenneth Eichenlaub	\$596.94
Democratis Pashalidis	\$595.39
Derek Sandilands	\$593.88
Nick Podhradsky	\$592.54
Michael Quirk	\$592.26
Dionne Konteh	\$592.00
Frank Segalotto	\$591.29
Stephen Perotti	\$588.97
Martin Flores	\$588.27
Matthew Watson	\$588.03
Janet Torres	\$586.42
Shawn Jakowczuk	\$582.94
Dean Bauman	\$581.45
Thomas VanOsdol	\$579.64
Deborah Walsh	\$579.58
Rajiv Pankhania	\$578.12
Andrew Leggett	\$574.35
Amit Gang	\$571.00
Patrick McBride	\$570.74
Kevin Kelly	\$567.94
Mitchell Clem	\$567.16
Cassius Caron	\$567.03
Trisha Shepherd	\$566.94
Arika Sanders	\$564.42
Shalin Patel	\$563.34
Tony Khattavong	\$563.07
Jordon Tait	\$561.59
Warrick Ekwueme	\$560.02
Patrick Mazerolle	\$518.60
Caleb Smith	\$493.29
Timothy Ericson	\$492.79
Rodney Ward	\$491.05
Zulfikar Bhukera	\$470.53
John Elkins	\$467.70
Isola Jones	\$466.42
Brandon Pleasant	\$466.25
Michael Dupree	\$464.88
James Fletcher	\$463.52
Delia Alonso	\$461.17
Theodore Greer	\$460.76
Phil Cameron	\$455.81
Benjamin Vondrak	\$419.63
Erick Rodriguez	\$419.17

QUALIFIER	BONUS*
John Mureddu	\$417.58
Elizabeth Davis	\$415.84
Barnard Foster	\$412.67
Pauline Ruff	\$412.08
Joseph Salutric	\$411.78
Paul Manley	\$411.56
Brian Leavy	\$410.52
Andrew McGaffey	\$410.33
Steven Ekechuku	\$408.16
Danielle Nurmeste	\$407.87
Nathaniel Gray	\$402.56
Denise Veal	\$402.49
Rayon Matthews	\$401.96
Jocelyn Higa	\$400.23
James Bennett	\$399.98
Jack Eichelberger	\$399.66
Christopher Wakefield	\$398.46
Janelle Davis	\$397.47
Adeyemi Finnih	\$396.68
Guy Tomlinson	\$396.32
Lauren Sims	\$394.37
Ayiana Santana	\$393.34
Julie Sarmiento	\$390.32
Sara Welch	\$366.36
Kyle Ghedotte	\$322.25
Melissa VanHorn	\$319.52
Kale Kaalekahi	\$318.36
John Paul Tocco	\$315.21
Lateefah Gaines	\$313.36
Daren Dieter	\$313.13
Denise Batts	\$312.61
Joseph Simon	\$311.36
Sherry Punch	\$311.21
Christopher Campbell	\$310.82
Erin Moyer	\$308.99
Nicholl Bautochika	\$308.59
Raymond Pugh	\$307.82
Goldie Wells	\$307.82
Sharane Nelson	\$305.57
Justine Limber-Sapanski	\$305.11
Mohammad Ebadi	\$304.91
David Kinsella	\$304.06
Jessica Hince	\$301.89
Peter Pedersen	\$301.80
Andre Nilsson-Hugo	\$301.13
Anne Humphreys	\$301.12
Kimper Morris	\$297.32
Christina Meyers	\$296.60
Payton Irwin	\$296.35
Giovanna Nicolini	\$295.98
Brandon Davis	\$294.36
Melissa Wheatley	\$294.20
Jared Stauffer	\$292.65
Ann Bright	\$292.44
Charlie Kolosso	\$290.96
Patricia Ilyan	\$287.30
Daniel Launius	\$287.20
Thonin Chaffee	\$285.86
Charles Edwards	\$283.99
Roger Due	\$282.65
Paul Curcio	\$281.10
Denise Cotto	\$278.67
David Belk	\$278.42
Lee Hostetter	\$278.14
Phillip Sharp	\$277.86
Patricia Williams	\$277.63
Omar DeLaCruz	\$277.56
James May	\$276.87
Michael Schell	\$275.87
Linda O'Donnell	\$275.84
Erna Powell	\$274.60
Brett Barnes	\$273.70
Richard Szankin	\$272.66
John Richards	\$271.91
Terrance Clark	\$271.34
Brandon Lester	\$271.24
Martin Bastarache	\$270.76
Christopher Bell	\$270.16
Kristy Mamula	\$266.72
Phillip Camire	\$265.87

QUALIFIER	BONUS*
Juan Resendez	\$265.52
Michele Duncan	\$264.02
Omar Medina	\$263.81
Liviu Mercea	\$262.45
Leroy Dunlap	\$261.88
Scott Crabb	\$261.71
Adam Frantz	\$261.61
Colleen Charles	\$261.47
Jawoo Sohn	\$261.37
Tammy Clayton	\$258.64
Judyth Rodriguez	\$254.57
Sergey Sagan	\$254.05
Jon Ritt	\$253.68
John Elgert	\$251.36
Leslyn Vieira	\$251.12
Danielle Intini	\$250.66
Darin Hershfeldt	\$250.42
Makesha Thomas	\$213.54
Daniel Hobson	\$199.31
Mike Smajda	\$197.95
Samuel Brown	\$197.92
Velvet Rhymer	\$195.89
Yung Chow	\$195.55
Landon Sheard	\$195.00
Patrick Sullivan	\$194.46
Annamarie Adams	\$194.05
Teresa Lara	\$193.25
Guy Albrecht	\$192.35
Mary Attie	\$192.29
Angela Johnson	\$191.17
Jonathan Winesett	\$191.02
Lori Cohen	\$190.96
Richard LePore	\$187.88
Edward McCrea	\$187.33
Daniel Cucuteanu	\$186.52
Mark Beckford	\$185.46
Jack Deyne	\$182.95
Sabrina Vacani	\$181.51
Jon Davis	\$180.31
Nicheryl Cage	\$179.53
Paul Porter	\$178.94
William Cook	\$178.48
Denise Taylor	\$178.39
Maria Hartwick	\$177.14
Chad Niemann	\$176.96
Jason Meyer	\$176.14
Loisann Hafley	\$175.91
Mario Chavez	\$174.87
Justin Greenfield	\$174.81
Olivia Godoy	\$174.62
Terrance Roughton	\$174.61
Anthony Kaufman	\$173.44
Ashly Plumhoff	\$172.92
Kimberly Cornell	\$172.53
John Hadaya	\$171.96
William Gattis	\$171.87
Robert DiGaspari	\$171.20
Brett Harper	\$170.87
Juan Nieves	\$170.02
Gwendolyn Brailsford-Cato	\$169.89
Scott Darron	\$169.01
Matt Dattilio	\$168.74
Wen Xi	\$168.52
Andrew Dudgeon	\$168.10
Matthew Berry	\$167.34
Robert Hertel	\$165.13
Kimberly LaRosa	\$164.76
Wade Charles	\$163.01
Nicolas Brown	\$162.92
Matthew Boutwell	\$161.99
Demetrius Carroll	\$161.84
Rolf Morstadt	\$161.60
Carlos Alcantar	\$161.03

Total Bonus Paid Out
\$444,637.40